



HELLOWORLD TRAVEL LIMITED AND CONTROLLED ENTITIES

**APPENDIX 4E
FOR THE YEAR ENDED
30 JUNE 2017**

ABN 60 091 214 998

ASX CODE: HLO

RESULTS FOR ANNOUNCEMENT TO THE MARKET

Key financial results

Helloworld Travel Limited and its controlled entities (the Group) key financial results for the year ended 30 June 2017 compared with the prior corresponding period for the year ended 30 June 2016 are:

- Total transaction value (TTV) was \$5,872.3 million, an increase of \$178.0 million or 3.1%;
- Revenue was \$326.4 million, an increase of \$25.9 million or 8.6%;
- Earnings before interest expense, tax, depreciation and amortisation (EBITDA) was \$55.2 million, an increase of \$29.9 million or 118%;
- Profit before tax was \$31.0 million, an increase of \$27.6 million or 800%;
- Profit after tax was \$21.6 million, an increase of \$19.9 million or 1,188%;
- Profit after tax attributable to members was \$21.5 million, an increase of \$19.8 million or 1,166%;
- Basic earnings per share were 18.8 cents, an increase of 16.9 cents per share or 889%; and
- Diluted earnings per share were 18.4 cents, an increase of 16.5 cents per share or 868%.

Dividends

Dividends declared during the year:

	2017 Cents per share	2016 Cents per share
Final dividend for the year ended 30 June 2016, paid 16 September 2016 - fully franked	-	2.0
Interim dividend for the year ended 30 June 2017, paid on 20 March 2017 - fully franked	6.0	-
Final dividend for the year ended 30 June 2017, record date of 4 September 2017 and payment date of 20 September 2017 - fully franked	8.0	-
Total dividends declared	14.0	2.0

Explanation of results

This information should be read in conjunction with the accompanying ASX release, and the Helloworld Travel Limited 2017 Annual Report.

This document includes presentation of results on a statutory and non-statutory basis. The non-statutory basis relates to TTV and EBITDA as outlined below:

- TTV represents the price at which travel products and services have been sold across the Group, as agents for various airlines and other service providers, plus revenue from other sources. The Group's revenue is therefore derived from TTV. TTV does not represent revenue in accordance with Australian Accounting Standards. Total TTV does not represent Group cash inflows as some transactions are settled directly between the customer and the supplier.
- EBITDA is a financial measure which is not prescribed by Australian Accounting Standards but is the measure used by the Board to assess the financial performance of the Group and operating segments.

NET TANGIBLE ASSETS

Net tangible assets per ordinary share as at 30 June 2017 was (2.8) cents compared with (43.2) cents as at 30 June 2016.

Net tangible assets were calculated as net assets less total intangible assets. Net tangible assets per ordinary share is based on Helloworld Travel Limited's issued capital as the legal parent entity and issuer of this financial information as at the balance sheet date.

Net assets per ordinary share at 30 June 2017 was \$2.33 compared with \$2.17 as at 30 June 2016.

ENTITIES OVER WHICH CONTROL WAS GAINED OR LOST DURING THE PERIOD

During the current year, there were no significant entities in which control was gained.

On 23 January 2017, the Group disposed of its wholly owned controlled entities, World Aviation Systems (Australia) Pty Limited, Global Aviation Services Pty Limited and Global Aviation Services (Australasia) Pty Limited. These entities formed the air representation business, which was not core to the broader Group nor material to the consolidated results.

DETAILS OF ASSOCIATES AND JOINT VENTURE ENTITIES

Name of associate / joint venture	Reporting entity's percentage holding	
	June 2017	June 2016
	%	%
Mobile Travel Holdings Pty Ltd and its controlled entities ¹	50.0%	-
Tour Managers (Fiji) Limited	33.0%	33.0%
Harvey World Travel Strategy Group Ltd	-	50.0%
V & A Travel P/L	50.0%	50.0%
Down Under Answers, LLC	33.0%	33.0%

¹ On 1 December 2016, the Group acquired 50% of Mobile Travel Holdings Pty Ltd and its subsidiaries (MTA) for cash consideration of \$13.9 million. Acquisition related costs of \$0.3 million were incurred and are included in the carrying value of the investment.

² Harvey World Travel Strategy Group Ltd, based in New Zealand, was deregistered on 14 October 2016.

Associates and joint ventures contributed \$0.9m (2016: nil) to the profit from ordinary activities before income tax during the current year. The contribution was from the share of profits in our investment in MTA, via the equity accounting method since acquisition on 1 December 2016.

OTHER INFORMATION REQUIRED BY LISTING RULE 4.3A

The remainder of information requiring disclosure to comply with Listing Rule 4.3A is contained in the accompanying Annual Report and ASX Media Release.

AUDIT REVIEW

This report has been based on accounts which have been audited by the Group's auditors. A copy of the unqualified review report can be found in the Annual Report.



Michael Burnett
Company Secretary
23 August 2017